



# Enterprise demand forecasting, planning, and inventory optimization solutions

- Higher customer service levels
- Greater profitability and control

SmartForecasts significantly improves demand forecasting and planning for thousands of manufacturing, sales and marketing, and operations professionals worldwide. It automatically gives you accurate forecasts of sales, product demand, safety stock, inventory requirements and other key variables. SmartForecasts handles all the math. So you can forecast—even the first time—with complete confidence and ease.

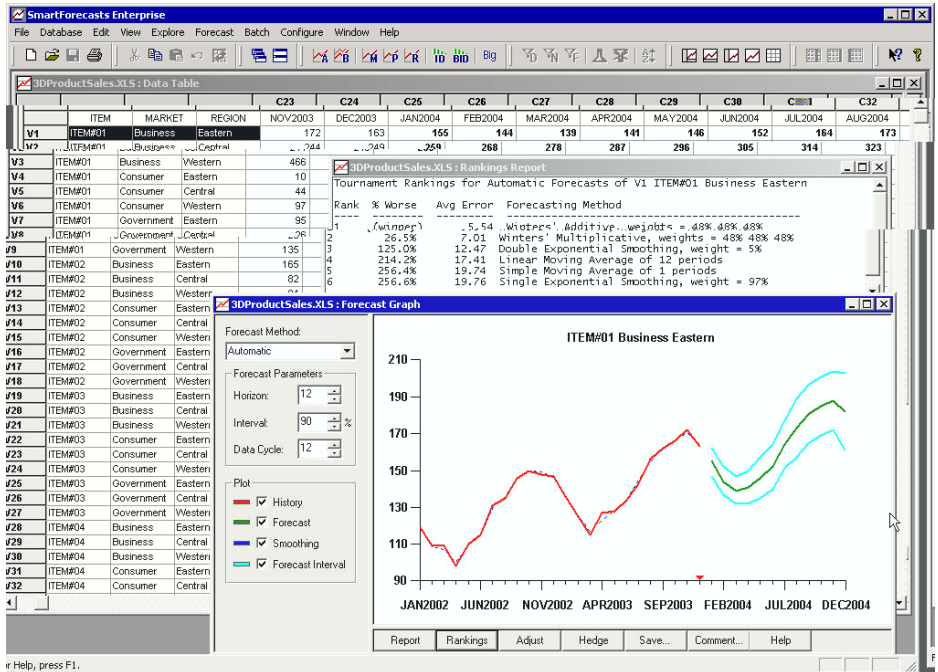
SmartForecasts handles your toughest forecasting problems, optimizes your inventory, and delivers results you can rely on. Results you can measure immediately.

Superior forecasting and inventory planning are yours with SmartForecasts' proven combination of forecasting accuracy, speed, ease of use, and groundbreaking technology.

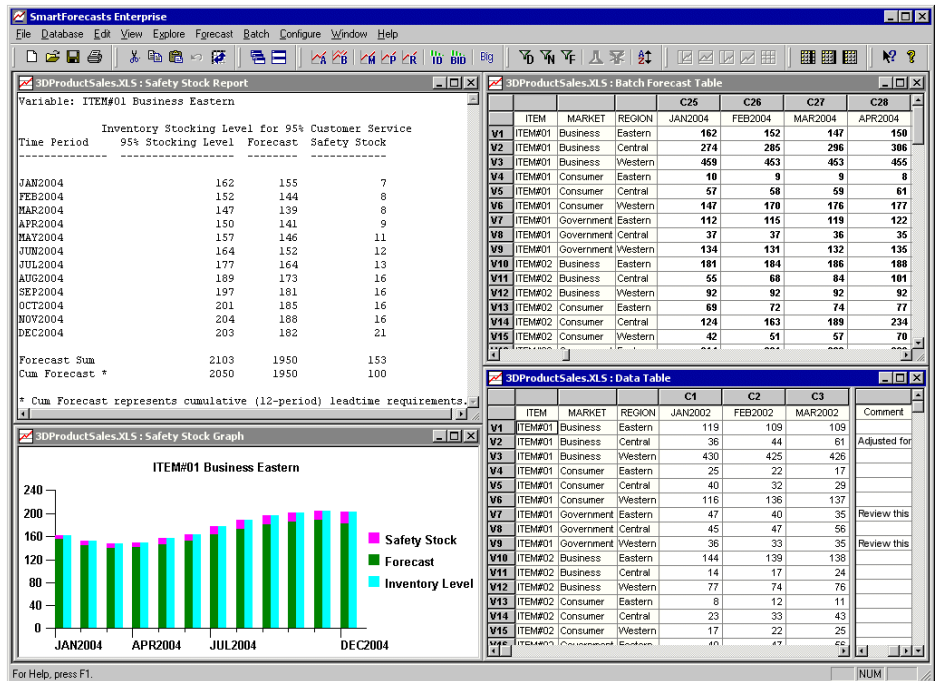
## Integrate your forecasting and business planning process

SmartForecasts is designed to meet the needs and demands of today's changing business planning environment. You can...

- Integrate SmartForecasts directly with all major ERP and SCM systems, as well as host databases such as Oracle, IBM DB2 and SQL Server.
- Exchange results easily with corporate databases, spreadsheets and other planning systems.
- Plan collaboratively with your colleagues.



**SmartForecasts' Automatic Forecasting System** selects the best forecasting method for each item in your database, spreadsheet or planning system. Synchronized displays let you simultaneously view product data, forecast graphs, and reports.



**SmartForecasts' Inventory Optimization Tools** tell you how much inventory you need on the shelf to satisfy demand at any customer service level and lead time. You get accurate reports of optimal safety stock and inventory requirements for every item, even for hard-to-forecast products with intermittent, or "slow moving", demand.

*“SmartForecasts is one of the best programs out there. It's robust, grounded in fundamentals, and easy to use.” Demand Planning Manager, Schutt Sports*

### **SmartForecasts: superior forecast accuracy**

- SmartForecasts' Automatic Statistical Forecasting provides fast, accurate forecasts of sales, product demand, safety stock, inventory levels and more.
- Interactive Eyeball Adjustments let you refine forecast results on-screen, based on your business judgment.
- Seasonality and trends in your data are handled automatically and reflected in forecast results.
- Multilevel Forecasting allows rapid multiple-level forecasts of large groups of items.
- Enhanced product group forecasting improves both top-down and bottom-up results.
- Cause-and-Effect Forecasts (Multivariate Regression) make it simple to answer questions such as, “What effect will a price cut have on our sales?”
- Automatic Trend Hedging™ builds increased accuracy and reality into your forecasts of new and aging products.

### **Promotion planning and management**

- SmartForecasts' special event models automatically forecast future promotion-driven sales.
- You can even create *unique promotional scenarios for each SKU in your database*, permitting item-specific promotion management.

### **Inventory optimization**

- SmartForecasts accurately estimates optimal safety stock and inventory requirements for ALL product items at any customer service level and lead time.
- It lets you balance your inventories so that the right products are at the right place at the right time, reducing inventory costs and improving customer service.

### **Collaborative forecasting and planning**

- SmartForecasts facilitates sales and operations planning and is fully compatible with Smart Software's own web-based, collaborative forecasting and feedback system.
- Collaborative forecasting options let you save and review multiple forecasting scenarios for any group of items and help develop a consensus forecasting solution.
- “Send To” E-mail feature lets you instantly send your results to other forecasting collaborators.

### **Intermittent demand planning solution**

- SmartForecasts makes forecasting and inventory planning easy for products with intermittent, or “slow moving”, demand.
- With almost 100% accuracy, SmartForecasts' patented solution has been proven the most accurate available today.
- Perfect for companies managing service parts inventories, capital goods products, and other hard-to-forecast items.

### **Database integration and data management**

- SmartForecasts integrates *directly* with major ERP and SCM systems and host databases, such as Oracle, IBM DB2 and SQL Server, and PC databases like MS Access. It also supports both ODBC and native connectivity links.
- Excel-like, configurable data tables allow easy display, creation and editing of multidimensional product data.
- OLAP Data Filtering lets you focus in and “slice and dice” your data in SmartForecasts.
- Transfer data directly from a relational database; quickly import/ export data stored in Excel, Lotus and ASCII files; Copy/Paste data to and from Windows applications; and send forecast results automatically to drive your planning systems.

### **Management reporting**

- SmartForecasts provides useful management reports including a new Forecasts vs Actuals reporting module to track the accuracy of your forecasting process.
- Fully integrated comments facility lets you add notes and document changes for any forecasted item.
- Exception reports let you identify your most volatile items and pinpoint outlier events.

### **Windows ease of use and functionality**

- SmartForecasts runs under Windows 98/NT/2000/XP/Vista.
- The software's intuitive Windows interface and synchronized displays provide exceptional ease of use and program control.

### **Full product support and training**

- In-support customers receive complete technical support, free product updates, and access to Smart Software's customized training and consulting services.

### **Sage ERP X3 Integration & Partnership**

- Sage has developed interfaces to its Sage ERP X3 Solution
- Smart Software and Sage have been partners since 2003 in North America.



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